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Most Important Things To Know About Your Business Coach: **Joe Lorenz**



Joe Lorenz

1

Lifelong Entrepreneur

Family-Owned Business Transformation: Grew a family-owned business from \$2 million to \$9.5 million in revenue, boosting profits by 200%, and successfully sold the business.

Oil and Gas Recycle Facility Startup: Launched an oil and gas recycling facility, securing \$3.5 million in funding and maintaining a 65% ownership stake, demonstrating adeptness in complex industries and sustainable growth strategies.

2

Experienced Leadership Development

VISTAGE (CEO Peer Group) Coaching Practice Development:** Established a thriving coaching practice within VISTAGE, cultivating three groups comprising a total of **45 members (2.5 million- 18 million in sales)** over a decade. This experience equipped me with invaluable insights into effective leadership and organizational dynamics.

3

Accountability – Tools Expert

As an **Accountability Coach and expert in EOS®/Ninety.io**, I excel in enhancing team accountability for Growth Plan execution. Utilizing the EOS® format and tools, we ensure businesses stay focused, aligned, and accountable, fostering sustainable growth. This system promotes ownership among staff, **granting owners the freedom to trust and verify results.**

4

Business Transition Advisor (Quarterback)

As a professional coach and business transition advisor, Joe combines Growth-Drive Methodology with Certified Exit Planning Process tools to facilitate smooth business exits for owners. **We explore options such as internal transfers, ESOPs, or partial capital raises, aiming to transition owners from active to passive involvement, granting true freedom from day-to-day operations.** With a robust professional network, we bring in necessary resources.

5

Family Man – Bourbon and Cigar enthusiast

He is husband to Julie since 1989 and father of three adult children: Jay, Jack, and Jessica. He enjoys hosting client events featuring cigars and bourbon, and actively participates in his church by leading the annual parish festival.